

# Electrifying Your Fleet

## Now Accepting Reservations\*



The first step in electric vehicle adoption is identifying the right vehicles that will meet the needs of your fleet. Let the experts at Merchants help you understand your options and make the choice best aligned with your goals.



### Sustainability & Corporate Responsibility

- Doing Your Part to Reduce Harmful Carbon Emissions
- Fleets are Huge Polluters & Adopting EVs Makes a Difference



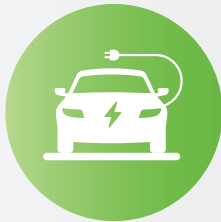
### Increased Business Efficiency & Productivity

- Increase In-Service Availability & Lower Maintenance Time
- Reduced Administrative Burden



### Corporate & Government Policy

- Compliance with Company Policies & Government Laws
- Tax Incentives & Grants May Be Available for Vehicles & Charging Equipment



### Take Advantage of EV Availability & Diversity

- Major OEMs & Industry Disruptors Gearing Up Production
- Demand is Outpacing Supply



### Reduced Cost of Ownership

- With Fewer Hydraulics & Moving Parts, EVs Reduce Maintenance Costs & Downtime
- Reduced Fuel Cost with Charging



Total Cost of Ownership	'21 Hyundai Kona EV SEL	'21 Nissan Leaf S EV	'21 Chevy Bolt LT EV
Service Term	48	48	48
Turn-In Mileage	100,000	100,000	100,000
Total Monthly Cost	\$784	\$710	\$759
Adj. Capitalized Cost	\$37,617	\$31,477	\$36,181
Estimated Resale	\$8,800	\$5,700	\$8,200
Total Net Depreciation	\$28,817	\$25,777	\$27,981
Total Lease Fees	\$2,393	\$2,003	\$2,302
Total Preventative Maintenance	\$2,460	\$2,340	\$2,340
Total Charging Cost*	\$3,960	\$3,960	\$3,828
<b>Total Cost of Ownership</b>	<b>\$37,630</b>	<b>\$34,080</b>	<b>\$36,451</b>
<b>Total Cost per Mile</b>	<b>\$0.38</b>	<b>\$0.34</b>	<b>\$0.36</b>
<b>Potential Federal Tax Credit</b>	<b>-\$7,500</b>	<b>-\$7,500</b>	<b>-\$7,500</b>
<b>Potential CPM Reduction</b>	<b>-\$0.075</b>	<b>-\$0.075</b>	<b>-\$0.075</b>

\*Based on \$0.132/kWh